

KELLEY DRYE & WARREN LLP

A LIMITED LIABILITY PARTNERSHIP

WASHINGTON HARBOUR, SUITE 400

3050 K STREET, NW

WASHINGTON, D.C. 20007-5108

(202) 342-8400

FACSIMILE

(202) 342-8451

www.kelleydrye.com

NEW YORK, NY

TYSONS CORNER, VA

CHICAGO, IL

STAMFORD, CT

PARSIPPANY, NJ

BRUSSELS, BELGIUM

AFFILIATE OFFICES

JAKARTA, INDONESIA

MUMBAI, INDIA

DIRECT LINE: (202) 342-8518

EMAIL: tcohen@kelleydrye.com

April 7, 2009

VIA ECFS

Marlene H. Dortch
Secretary
Federal Communications Commission
The Portals
445 - 12th Street, SW
Washington, DC 20554

Re: Notice of Ex Parte Presentation – GN Docket 09-29

Dear Ms. Dortch:

This afternoon, Geoff Burke and Dave Russell from Calix, along with myself, had a conference call with Commission staff to discuss the Commission's development of its Rural Broadband Strategy and report to Congress in the above-referenced docket. The following Commission staff were on the call: William Kehoe, Charles Mathias, Jennifer Prime, and Matthew Warner. As a basis for its discussion, Calix used the attached presentation.

I request that this letter, which is being filed electronically, be placed in the file for the above-captioned proceeding.

Sincerely,



Thomas Cohen
Kelley Drye & Warren LLP
3050 K Street, NW
Suite 400
Washington, DC 20007
Tel. (202) 342-8518
Fax. (202) 342-8451

KELLEY DRYE & WARREN LLP

Marlene H. Dortch
April 7, 2009
Page Two

tcohen@kelleydrye.com
Counsel for Calix

Attachment: Calix Presentation, FCC Briefing, April 2009

cc: William Kehoe
Charles Mathias
Jennifer Prime
Matthew Warner



FCC Briefing | April 2009

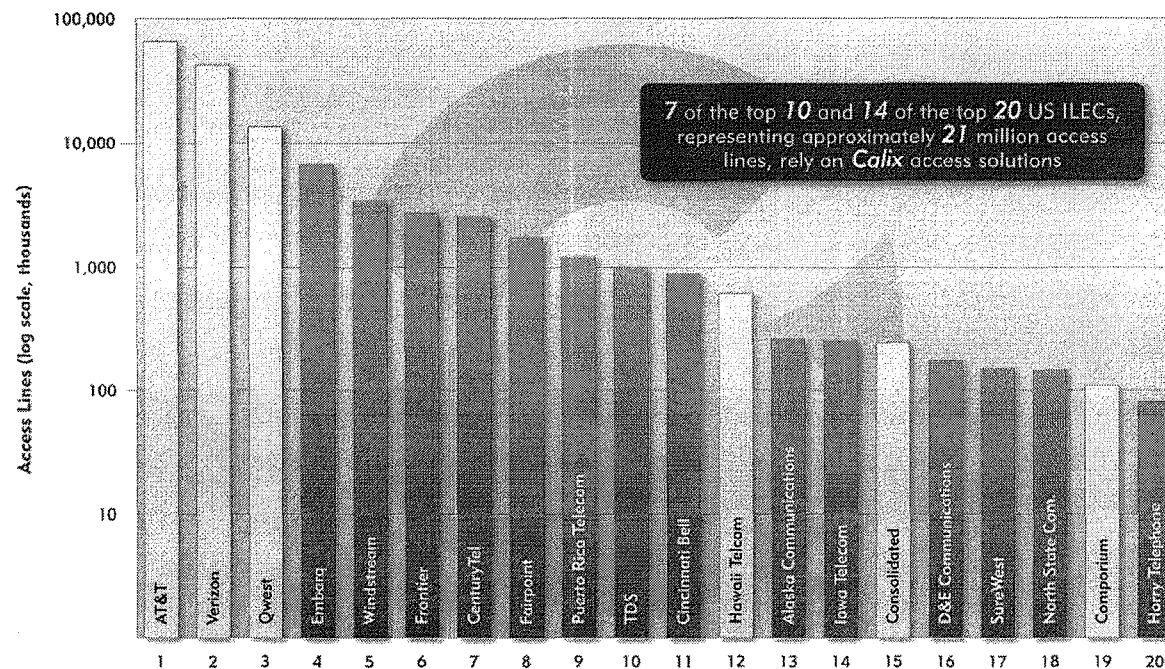
Any information in this presentation regarding future product plans is based on current expectations, but is not a commitment, promise or legal obligation to deliver any new product (hardware or software), feature, or functionality. The development and release of any new product, feature, or functionality remains at Calix's sole discretion, and no statements in this document should be relied upon in making purchase decisions.



Calix – Rural US Market Focus

The largest telecom equipment supplier focused solely on **ACCESS**

- ◀ Serving hundreds of North American customers serving **31 MILLION** lines
 - ▶ Over **40%** of US rural service providers rely on Calix access infrastructure as their broadband service delivery engine
 - ▶ Customers include ILECs, CLECs, IOCs, municipalities, MSOs, and tribal authorities
 - ▶ Unique focus on US rural broadband market

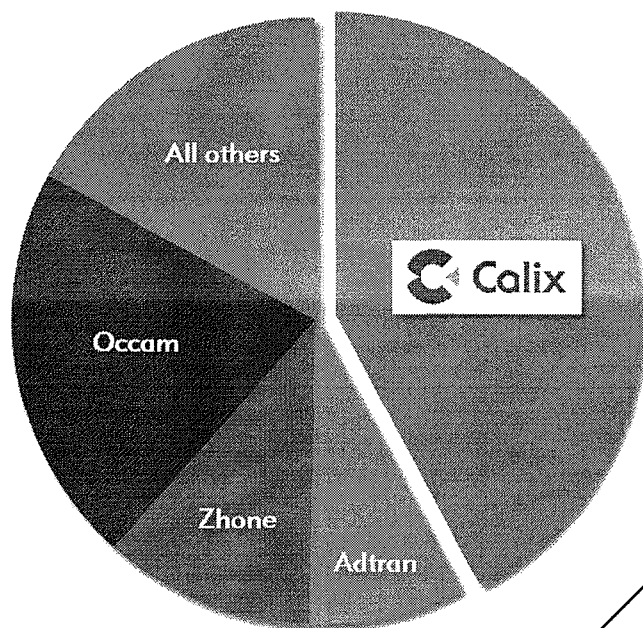




Advanced Broadband Solutions Leader

North America MSAP Market

(2007-Q3/2008, Revenue)



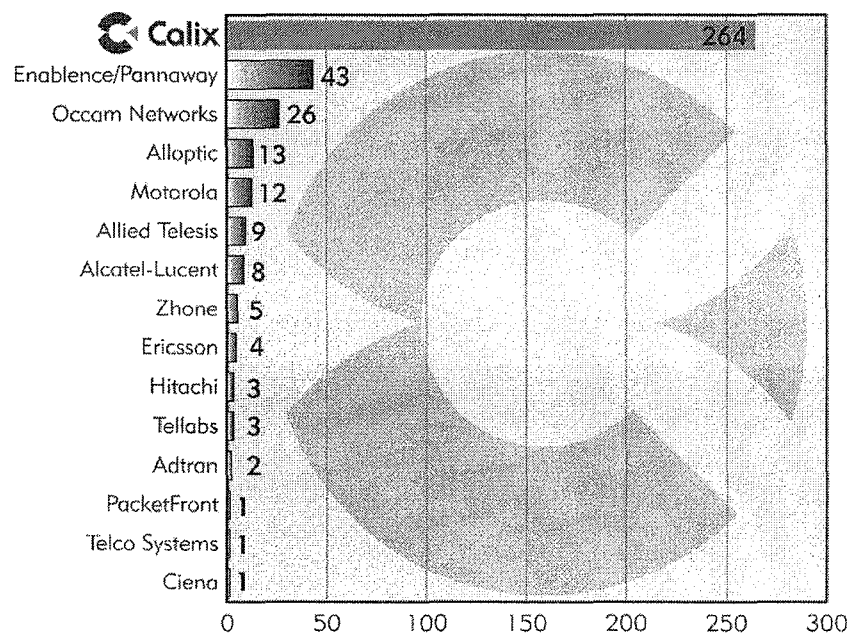
Source: Infonetics Research (11/08)



US market share leader in rural DSL and FTTP deployed

Total US FTTP Independent Service Provider Customers

(Broadband Properties, March 2009)



70% of US service providers deploying FTTP use Calix



Focused on the needs of US rural broadband

◀ **Direct engagement**

- ▶ *We sell directly ... no distributors, VARs or middlemen*
- ▶ *We service and support directly ... World Class TAC*

◀ **Unique perspective** of US service provider market

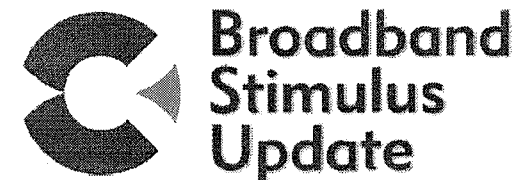
- ▶ *Actively involved in service provider education*
- ▶ *Best practices and market trends*
- ▶ *Aggregation of Broadband Stimulus viewpoints*

◀ **Peerless** product portfolio

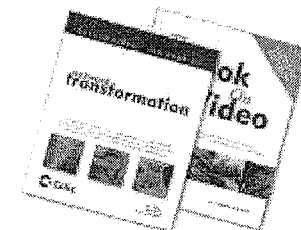
- ▶ *Fiber-to-the-Premises– GPON, Active Ethernet*
- ▶ *Copper – ADSL2+, VDSL2*

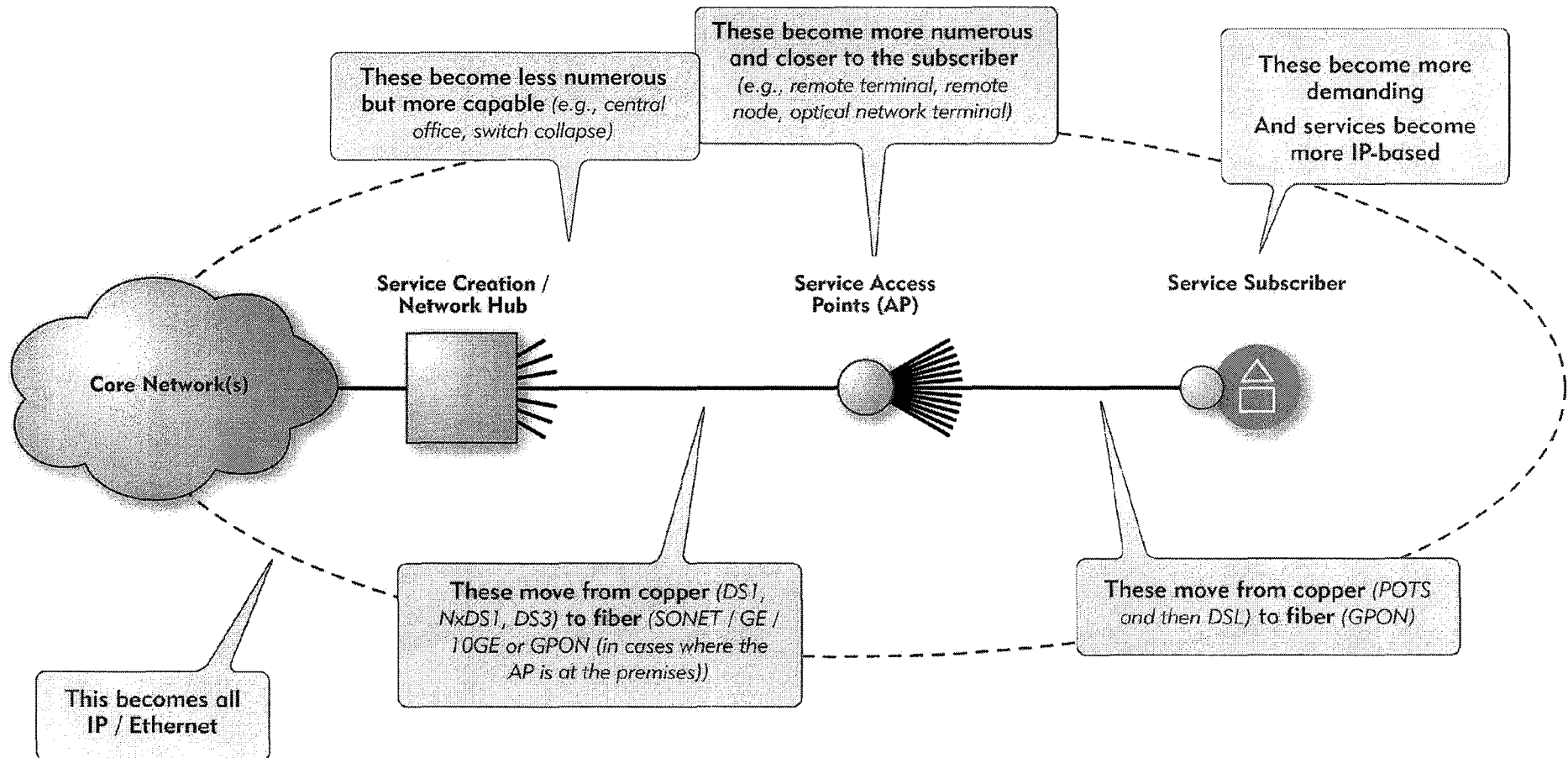
◀ **Advanced network Vision**

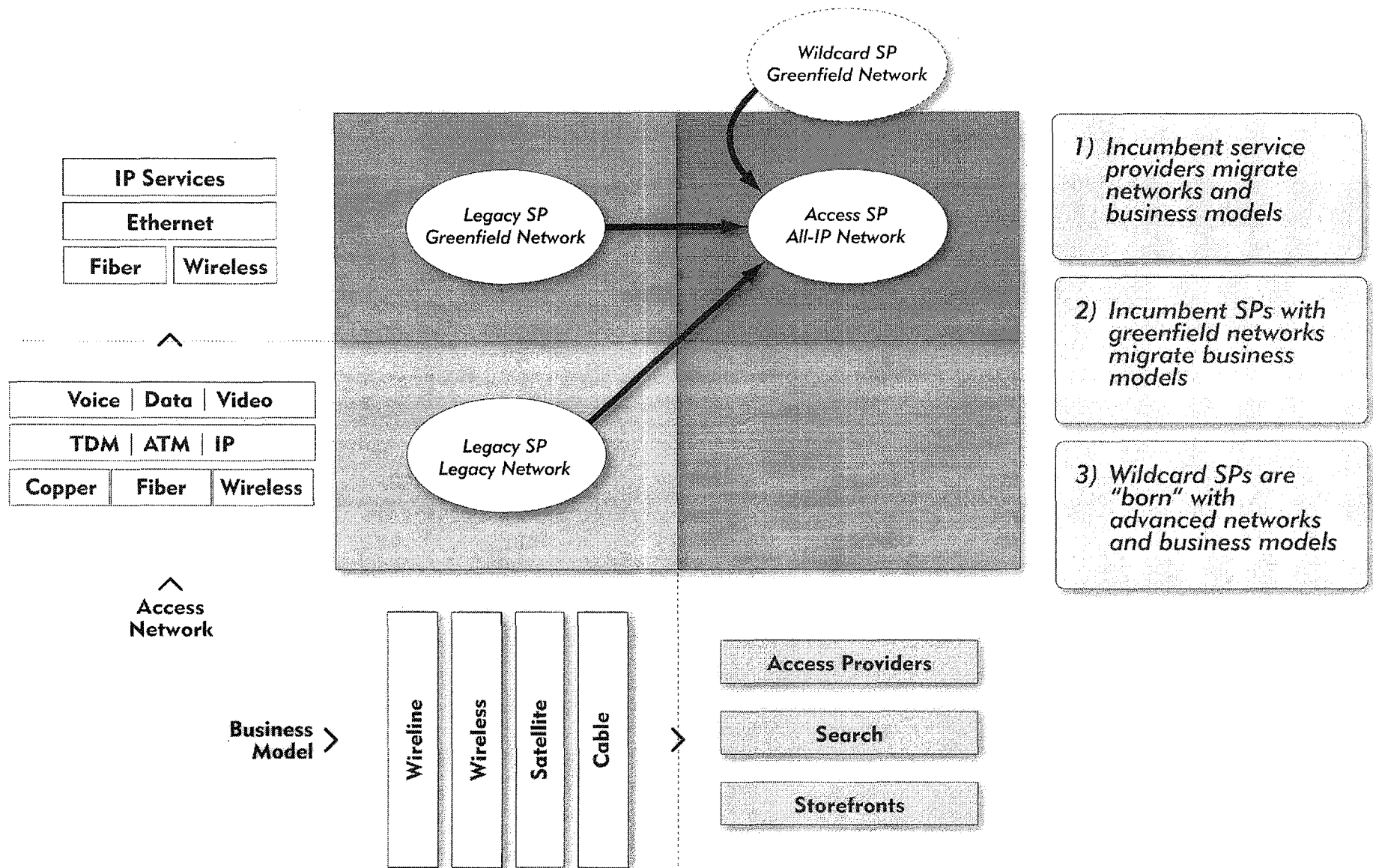
- ▶ *Thought leader in network, service and business transformation*

A large, light gray arrow points from the left towards the 'unifiedaccess' logo. The logo consists of the word 'unifiedaccess' in a bold, sans-serif font, with 'Infrastructure + Management + Services' in a smaller font below it.

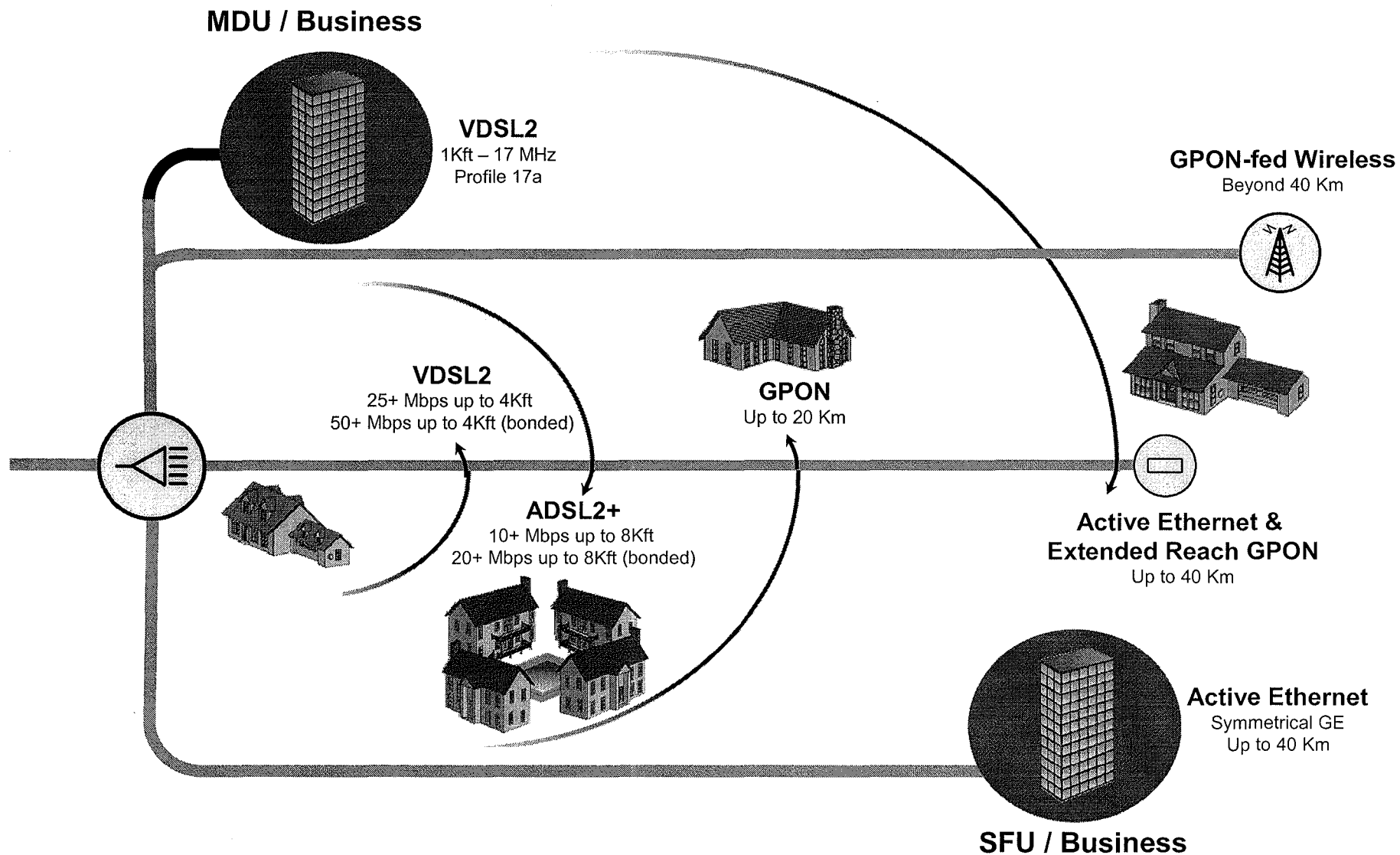
unifiedaccess
Infrastructure + Management + Services











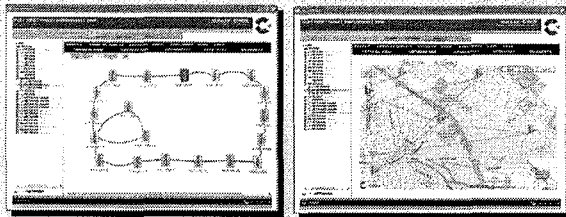


Rural Networks Need Flexibility

unifiedaccess

Infrastructure + Management + Services

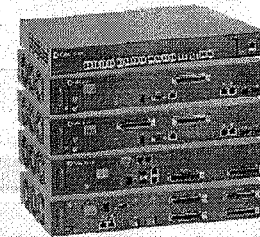
CMS



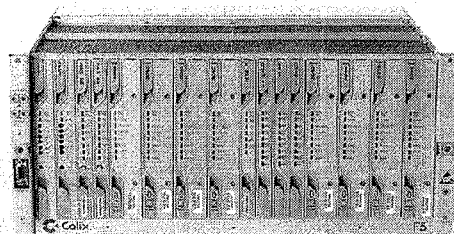
Calix C-Series



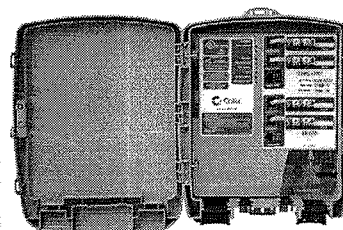
Calix E-Series



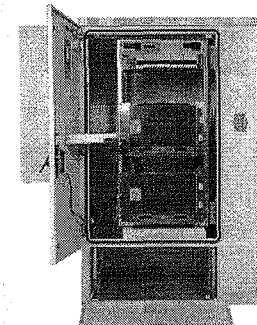
Calix F-Series

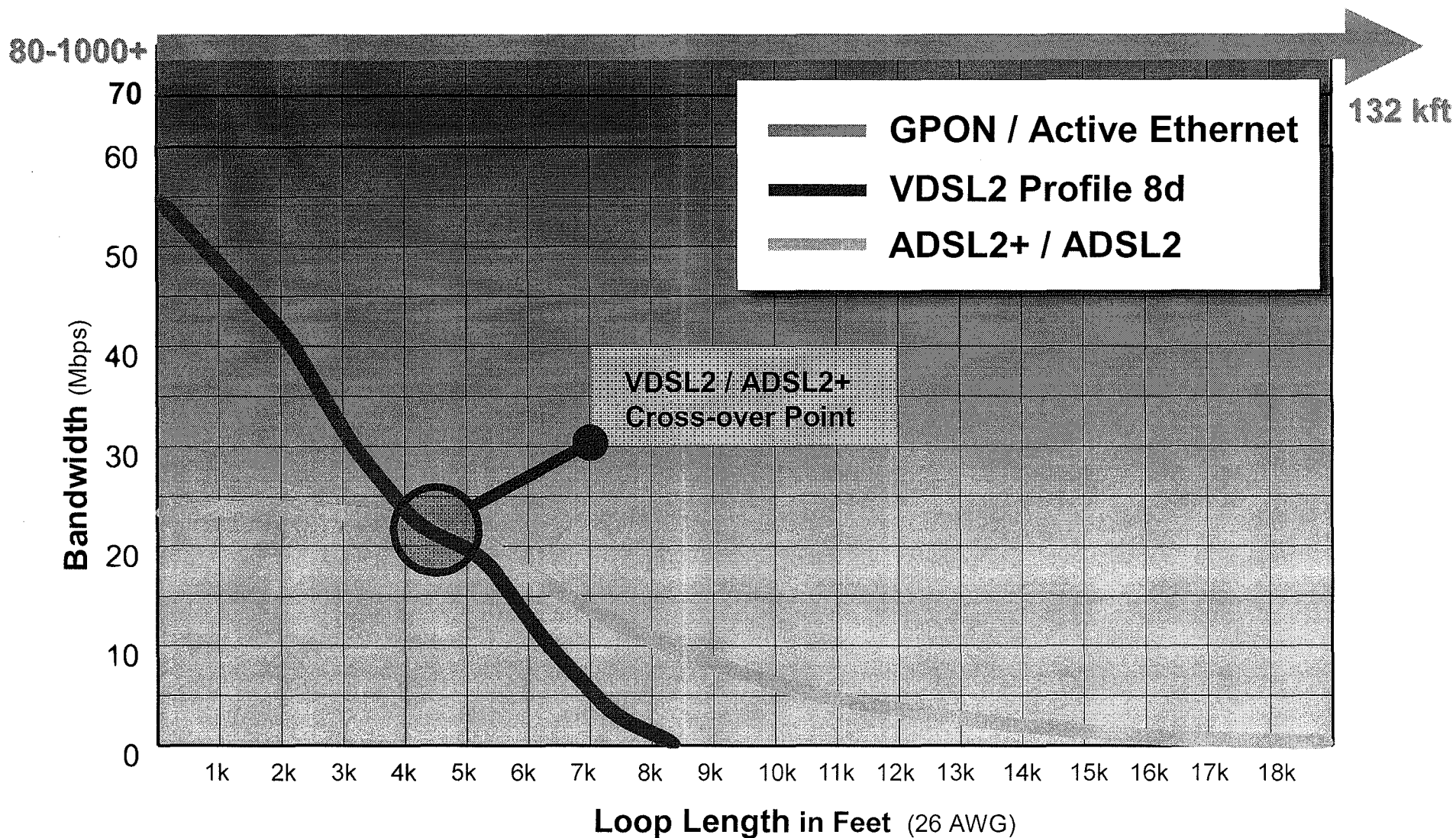


Calix P-Series



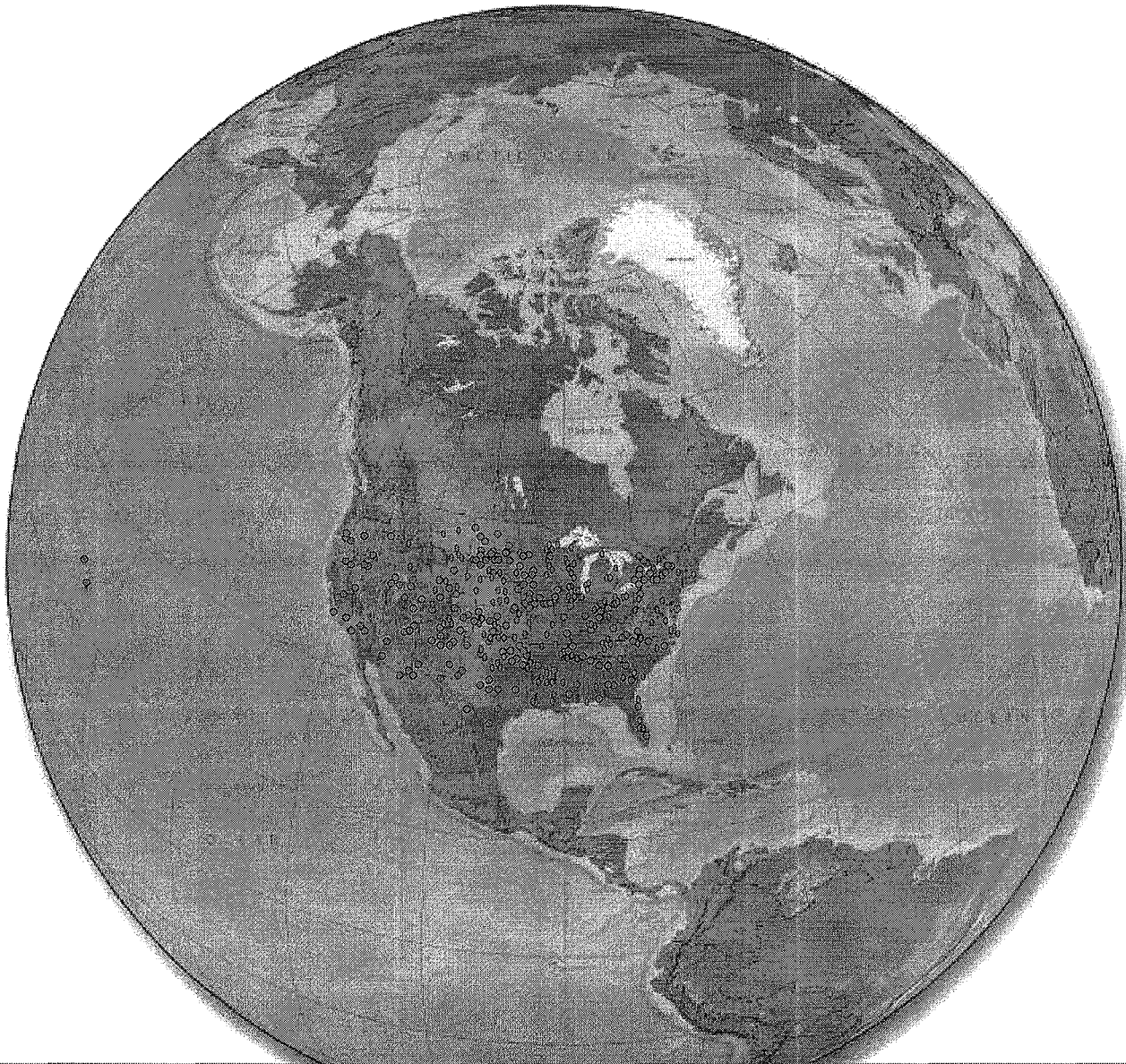
Enclosures







FTTP: Enabling Advanced Applications in Rural America



Advanced broadband

◀ Capable of 1GE of bandwidth

- ▶ *Most common today:
10-30 Mbps down/ 3-10
Mbps up*

Residential

◀ World-class services

- ▶ *Community programming*
- ▶ *Locally created content*
- ▶ *Telecommuting, home
businesses*

Business/Institutions

◀ Rural economic development

- ▶ *Support and call centers*
- ▶ *Video distance learning
and training*
- ▶ *Telemedicine*

Larger serving areas, lower costs

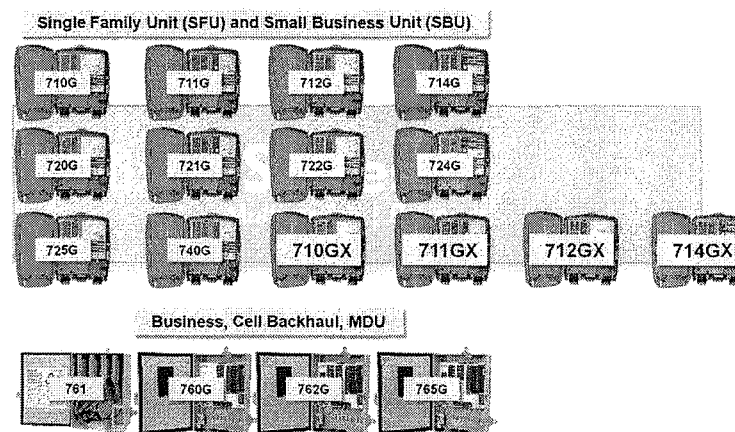
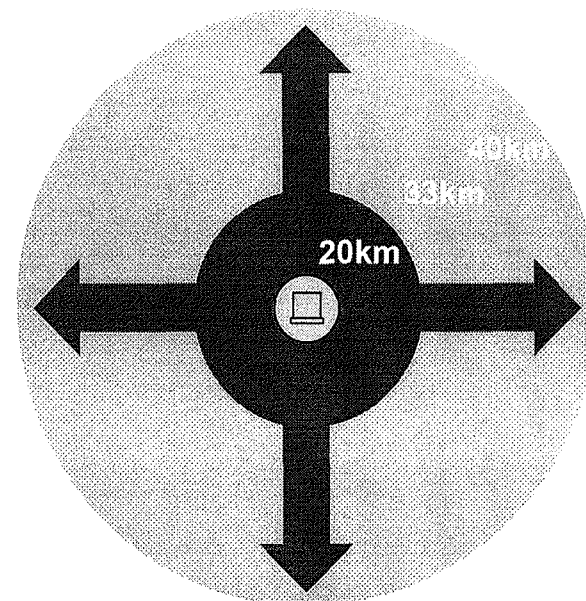
- ◀ Reduce the cost of serving rural, low density areas
- ◀ Reduce the use of outside plant cabinets/electronics
- ◀ Lower power consumption

Future proof infrastructure

- ◀ No stranded capital when changing from one technology to another
- ◀ Standards-based technologies: GPON and Active Ethernet from common CPE and network infrastructure

Flexibility

- ◀ Support traditional & next gen services



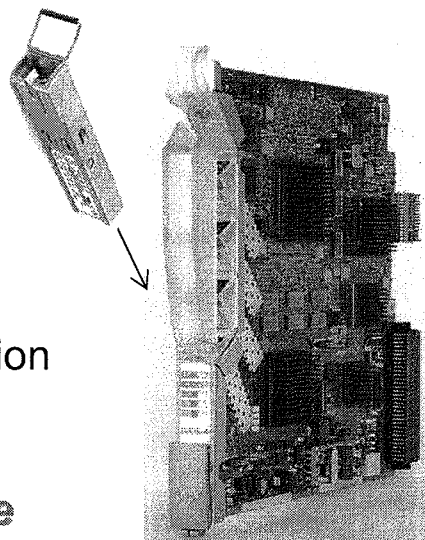
Extends GPON from 20 km reach to 40 km

- ◀ Ideal for extending GPON to rural customers
- ◀ Utilizes new standards from the ITU GPON standard
- ◀ Eliminates need for remotely powered cabinets
- ◀ Quadruples fiber serving area
- ◀ Upgrade only required at central office

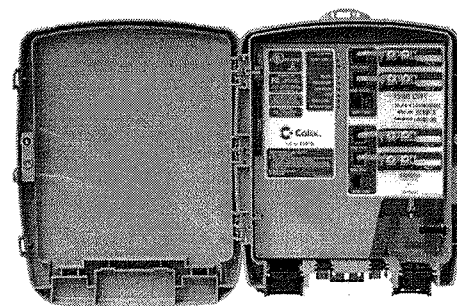
Result:

A standards compliant solution
adapted for rural
applications
with **4 times the service
area**

Extended Reach
Laser Module



+



GPON OLTG-4

Any Calix 700 ONT



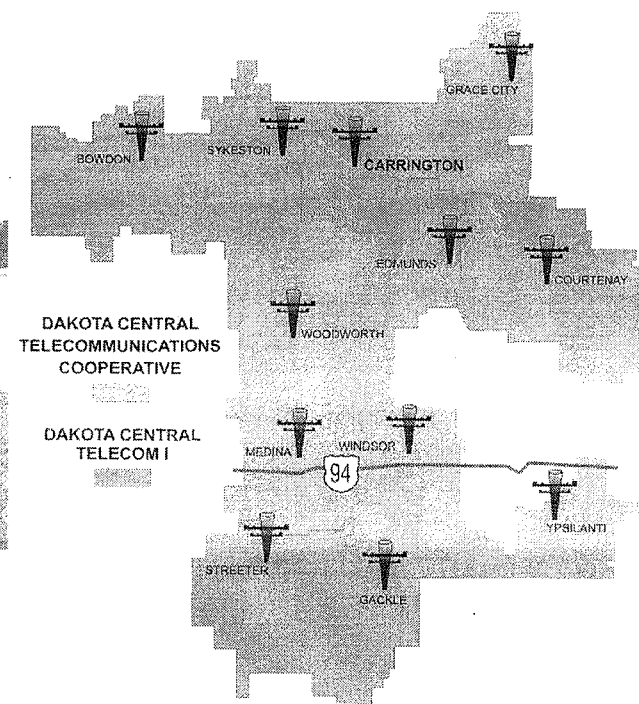
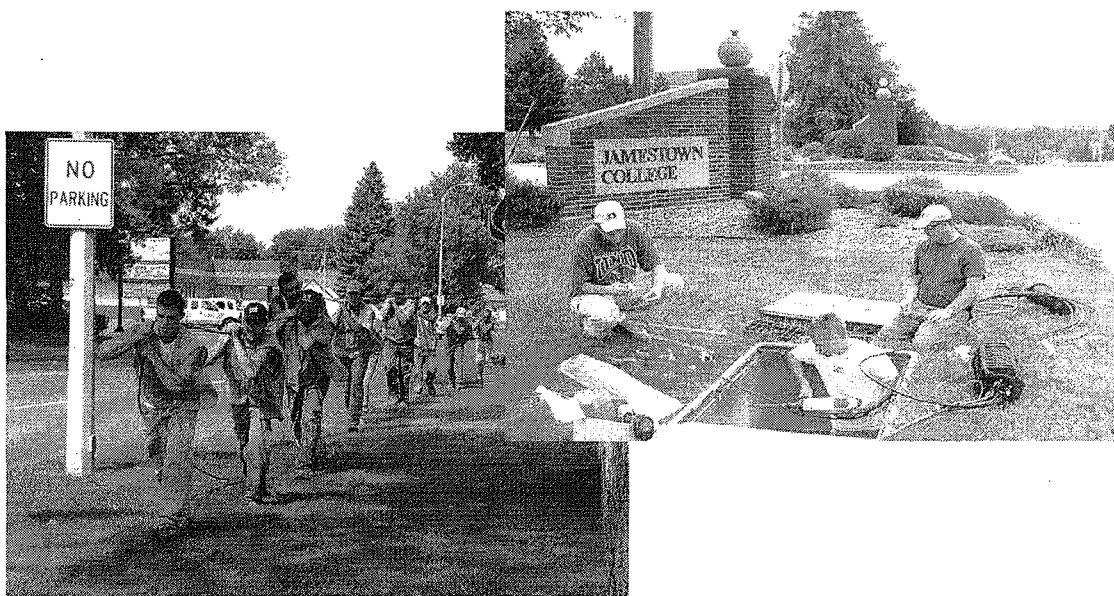
Advanced Broadband Deployments | Examples

Any information in this presentation regarding future product plans is based on current expectations, but is not a commitment, promise or legal obligation to deliver any new product (hardware or software), feature, or functionality. The development and release of any new product, feature, or functionality remains at Calix's sole discretion, and no statements in this document should be relied upon in making purchase decisions.

City-wide fiber overbuilds (Jamestown, Carrington ND)

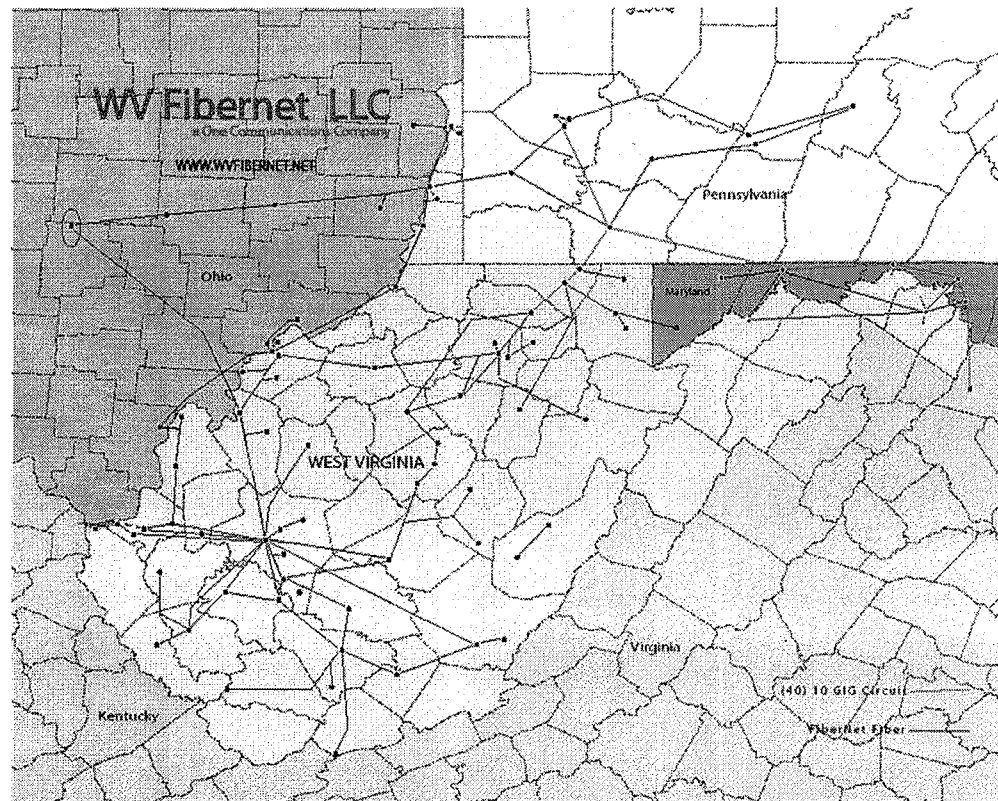
◀ \$19M project (\$15.5 RUS)

- ▶ Finished in 2 years
- ▶ Penetration rates of 60%
- ▶ Worked closely with major educational institutions
- ▶ Economic development, distance learning



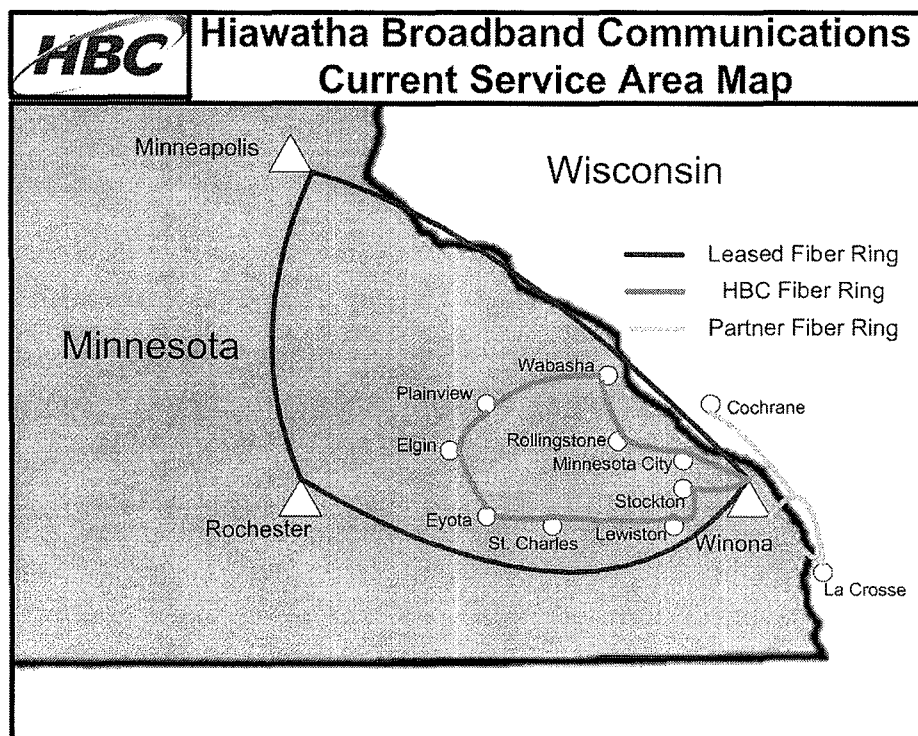
Multi-state fiber network (West Virginia region)

- ◀ Focus on rural businesses in small towns
 - ▶ Serves thousands of small business totaling 95,000 lines
 - ▶ Focus on working with communities to stimulate economic development



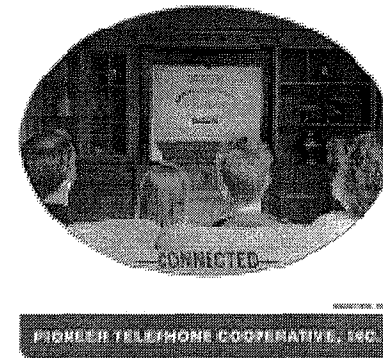
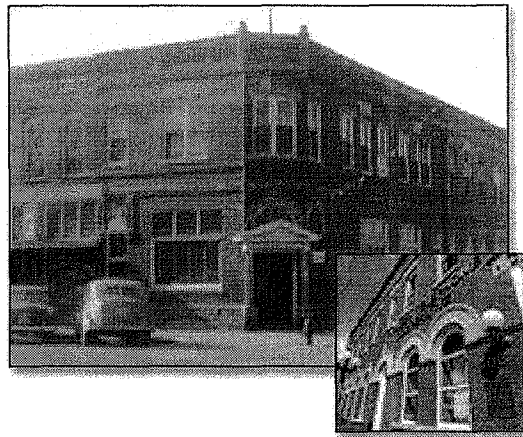
Fiber overbuilding in Minnesota

- ◀ Enabling advanced residential/business broadband
 - ▶ *Economic development for local communities*
 - ▶ *Works with communities lacking adequate broadband*
 - ▶ *Local video programming*



Advanced broadband service across Oklahoma

- ◀ ADSL2+ and GPON passing 60,000 rural homes and businesses
 - ▶ *Advanced IPTV in areas without cable services*
 - ▶ *Fiber to schools initiatives throughout territory*
 - ▶ *Dedicated library, community, school, and business web pages and programs*



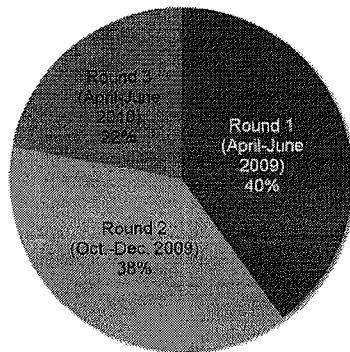


Calix Customers = Rural Broadband

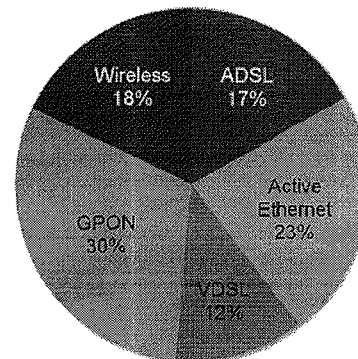
Unique perspectives on Broadband Stimulus

- Calix has been polling customer base on Broadband Stimulus (3/20/2009)
- Significant sample size (~100 IOCs, Munis, CLECs) across US

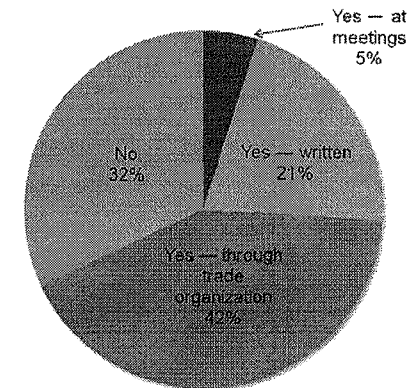
What Stimulus round are you aiming for?



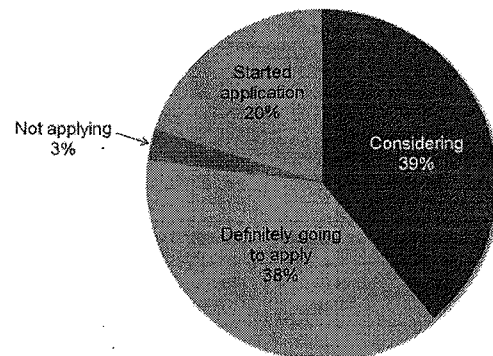
Technologies planned for Stimulus proposal



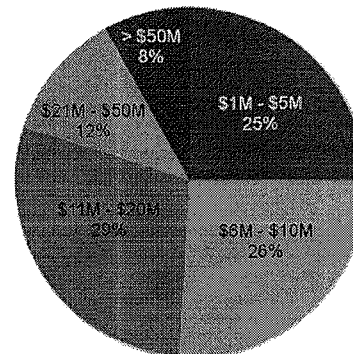
Do you plan to submit comments to RUS/NTIA?



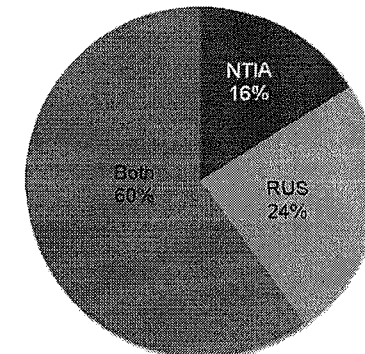
What stage of the process are you in now?



Estimated size of funding request



Which agency will you be approaching?



Administration's plan → Return America to world competitiveness

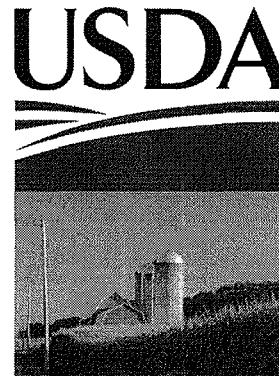
- ◀ Infrastructure, efficiency, information

Fiber is clearly the path to this end

- ◀ Superior bandwidth
- ◀ Ongoing efficiency
- ◀ Futureproof

We are the key provider of fiber and DSL solutions to the rural US

- ◀ We understand the relevant technologies and their evolution in rural America
- ◀ An order of magnitude more deployment of FTTP than any other vendor



Perspectives on national broadband policy

- ◀ Technology expertise
 - ▶ *FTTP, DSL, Ethernet, SONET*
- ◀ Unrivalled rural deployment experience
 - ▶ *The leader in both fiber and copper deployment in rural America*
- ◀ High level capital equipment assessment and costs
 - ▶ *Trends, costs*

Vision for future of network and service provider business models

- ◀ Facilitate access to Calix CEO Carl Russo
- ◀ Introductions to Calix' most innovative rural broadband customers (fiber, copper)
- ◀ Realistic impacts of policy and programs on rural service provider community

Perspectives on advanced services and ecosystems

- ◀ More US broadband video deployments than any other vendor
- ◀ Calix Compatible multivendor solutions assurance program provides in-depth perspectives on ecosystem viability

ACCESS INNOVATION

